

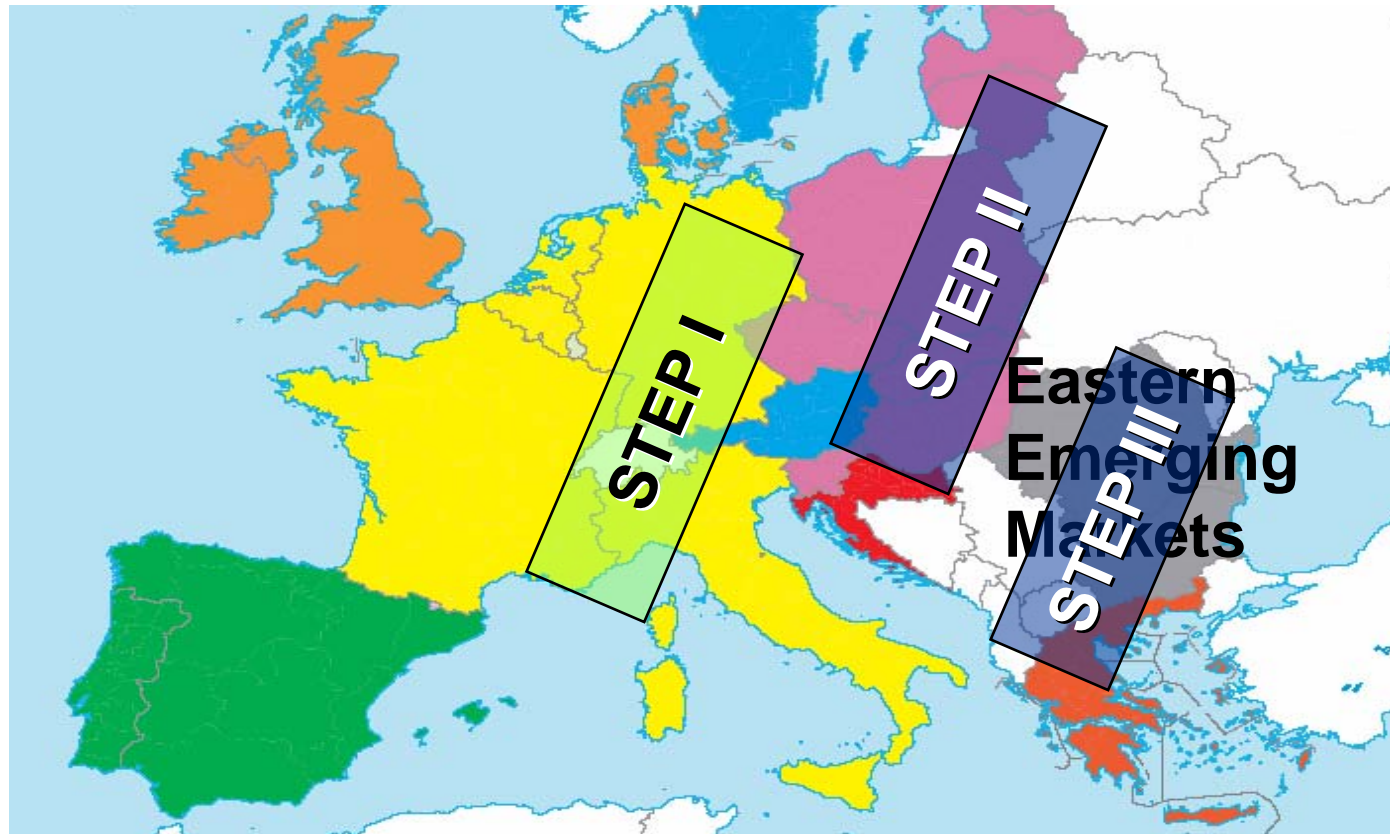
# Market Potentials in Central Eastern and Central European Regions – a Challenge?









Konstantin Klien  
Yalta, September 2006



# Expansion Steps within the EU

## Steps of the EU Expansion

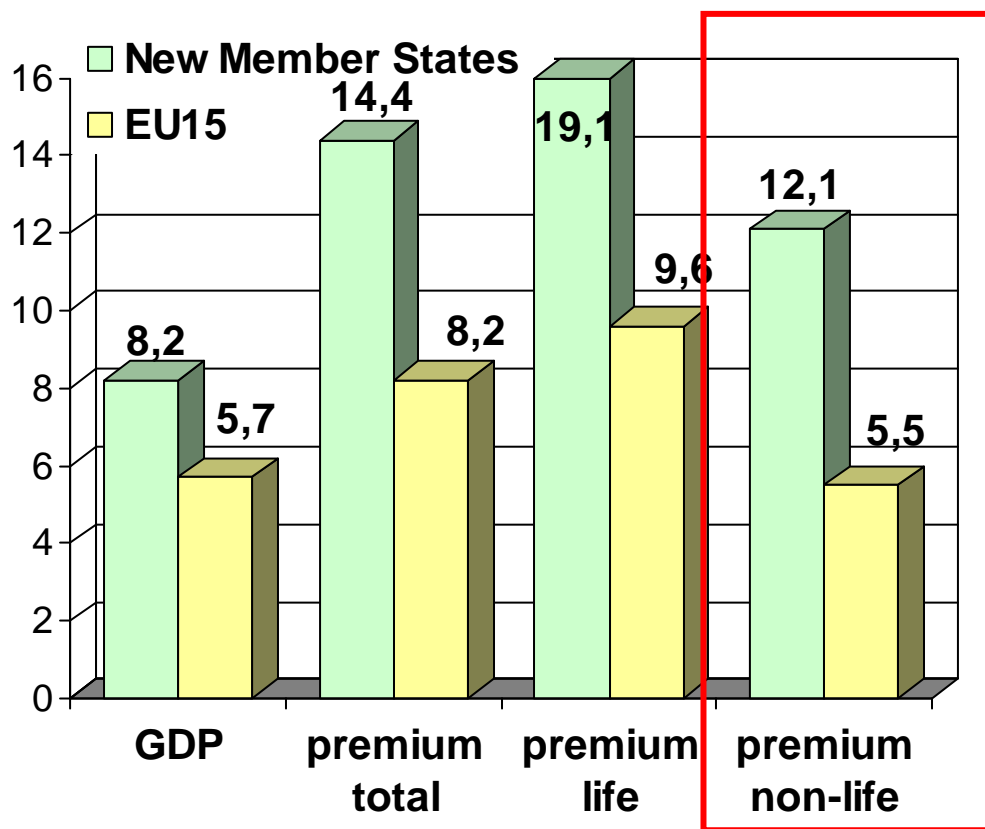


EU member since		1958		1981		1995		2007
		1973		1986		2004		2009 ?

# Average Growth p.a. (GDP and Premium) 1994 – 2004

(adjusted for inflation) in %

GDP shows balanced growth in  
New EU Member States vs. EU 15

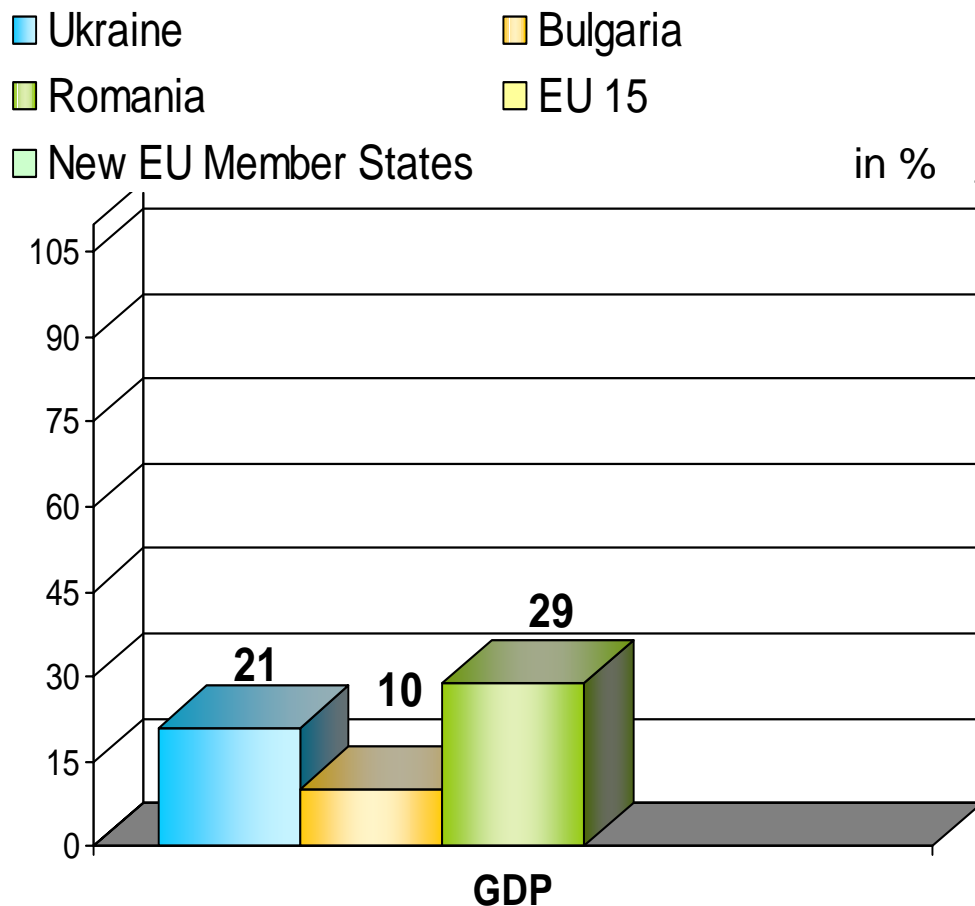


accelerated premium growth  
in New EU Member States

high growth rates in life in the  
New EU Member States  
- but also in EU 15 –  
above-average in comparison  
to premium total

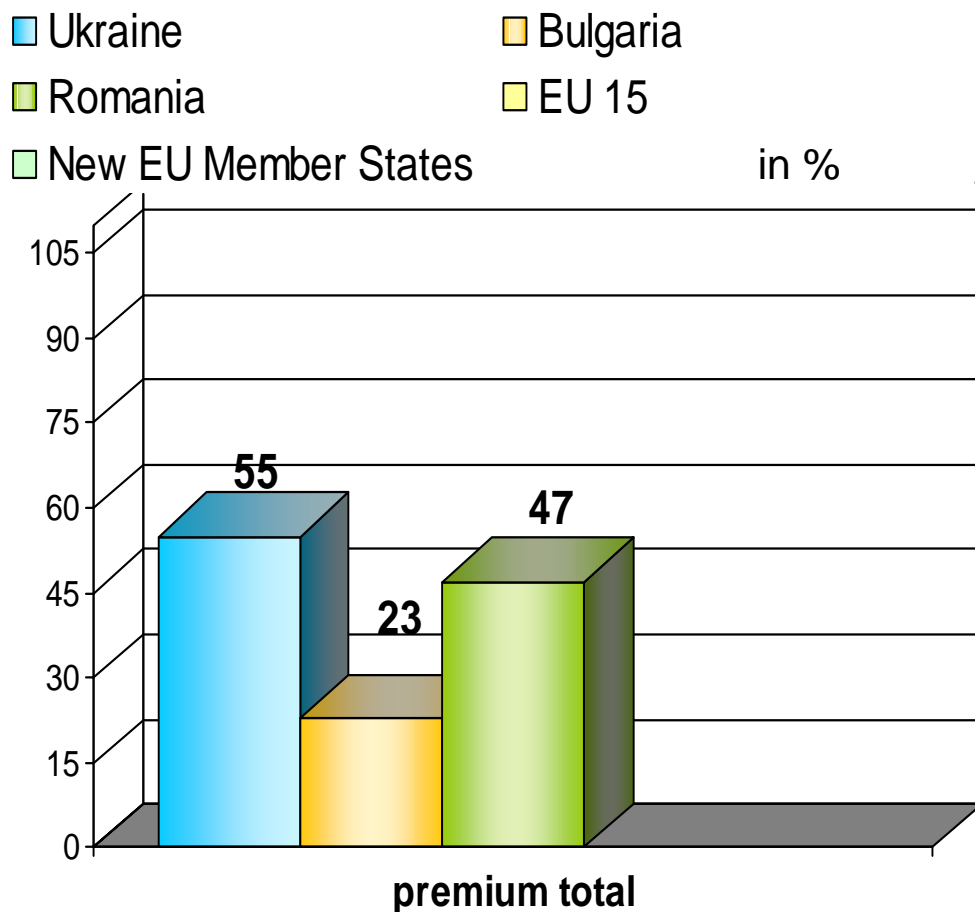
non-life growth is much stronger  
than in „old“ EU - countries

# Average Growth in UA, BG, RO p.a. GDP 2000 – 2005



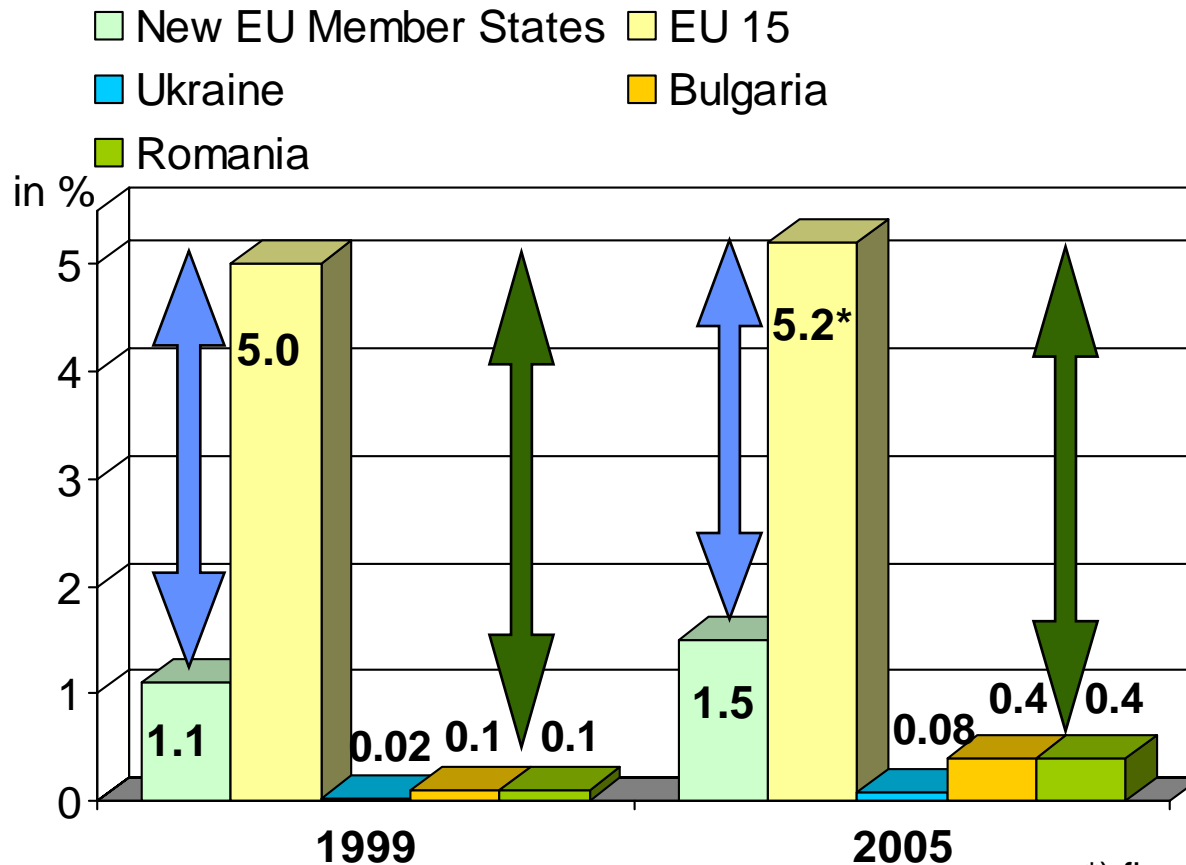
GDP shows dynamic growth  
in Ukraine, Bulgaria and  
Romania

# Average Growth in UA, BG, RO p.a. Premium 2000 – 2005



accelerated premium growth  
in both insurance categories  
- life and non-life -,  
especially in Ukraine  
(in life: low benchmark figure)

.....difference between  
EU-15, New EU Member States and UA, BG and RO



\*) figure from 2004

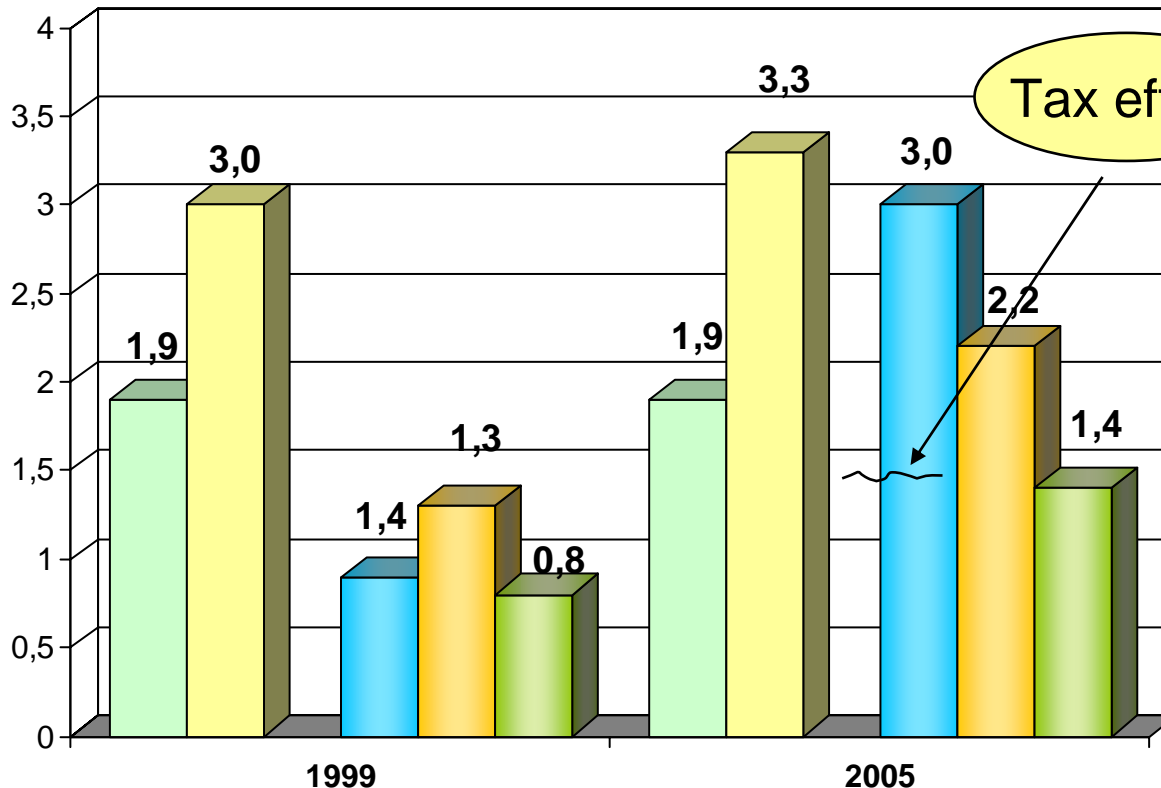
life premium share has  
very slowly increased  
between 1999 and  
2005

life share in EU 15  
is more than 12 times  
higher than in Ukraine,  
Bulgaria and Romania

# Non-Life Premium Share in % of GDP (Insurance Penetration)

difference between  
EU 15, New EU Members and UA, BG and RO

■ New EU Member States ■ EU 15 ■ Ukraine ■ Bulgaria ■ Romania

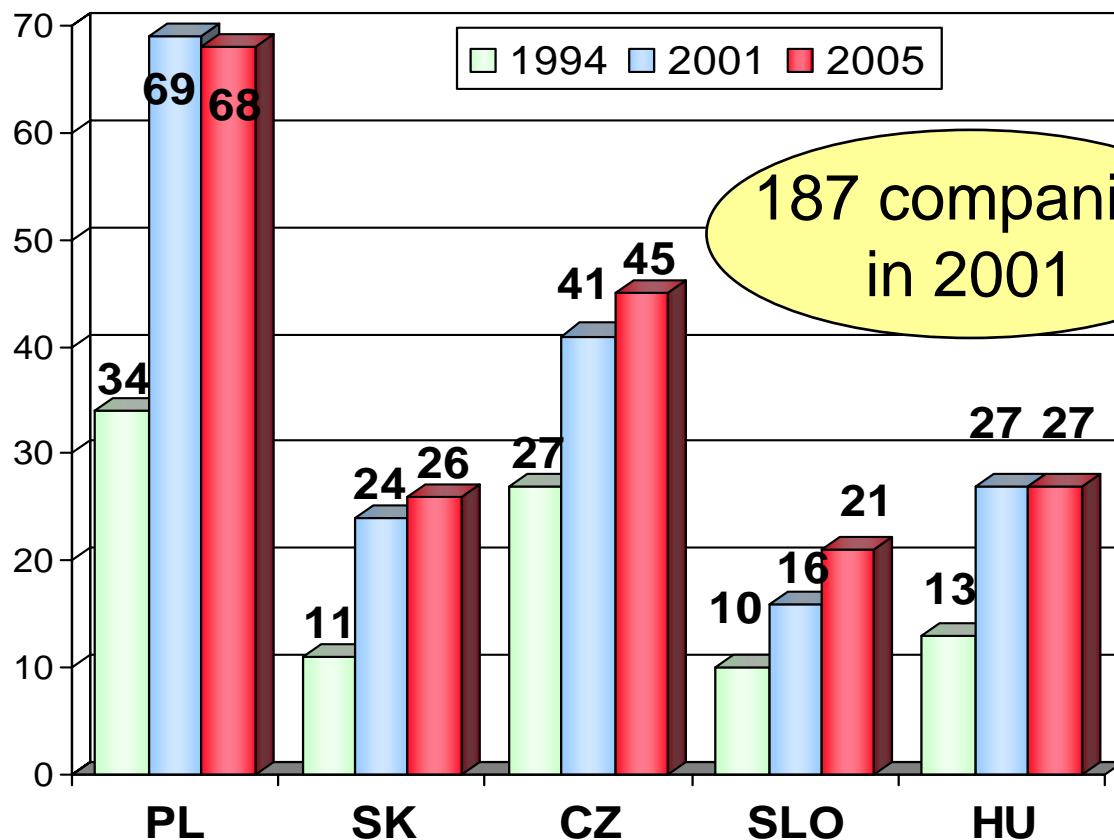


Tax effect

Kommentar  
Veränderung  
1999 -2005

# Rising Number of Insurers in New EU Member States

number of companies



between 1994 and  
2005:

privatization

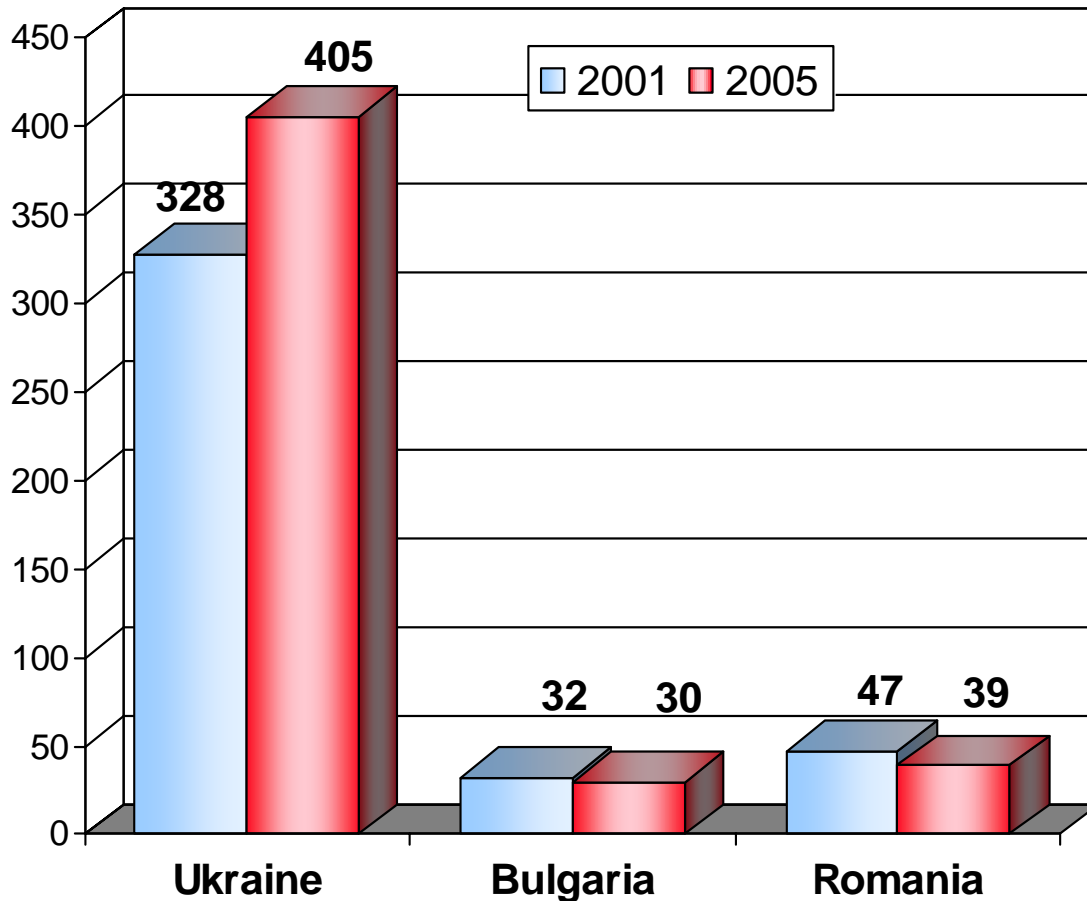
-foreign insurers  
entered the market

-forecast:  
stagnation or even  
decreasing  
development ?



# Number of Insurers in EEM (Ukraine, Bulgaria, Romania)

number of companies

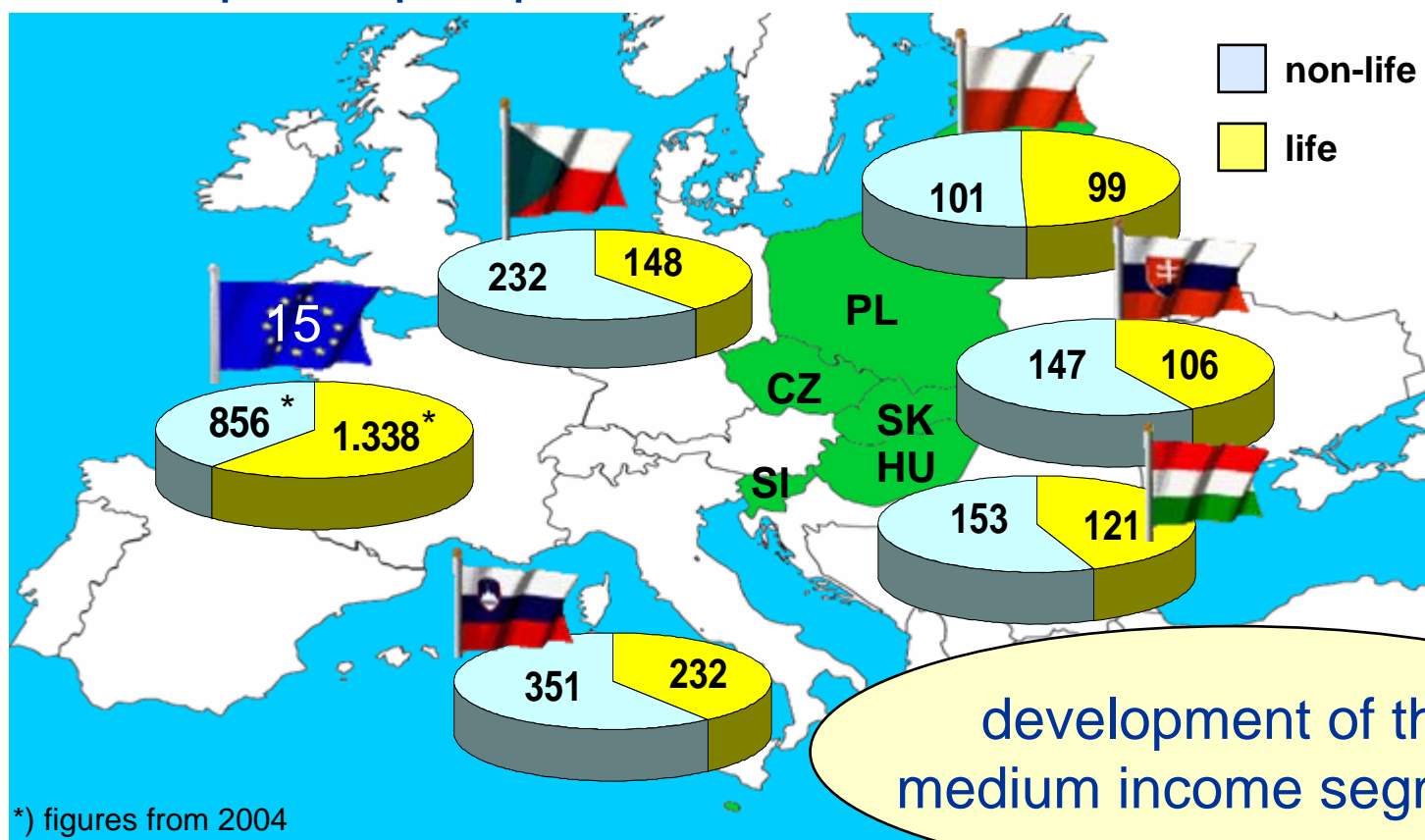


...there is still a continuous increase of number of insurers in the Ukraine...  
Tax effect?

...whereas a stagnation and decreasing development is to observe in Bulgaria and Romania.....

# Per Capita Premium 2005 Comparison EU 15 – New Member States

annual per capita premium in Euro



# Per Capita Premium 2005 Comparison EU 15 – UA, BG, RO

...life is significantly low in UA, BG and RO....

